

Message Text

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DRAFTED BY EUR/EE:RSCISSORS/RACHRISTENSEN

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FM SECSTATE WASHDC

TO AMEMBASSY BUCHAREST IMMEDIATE

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E.O. 11652:

TAGS: EEWT, OVIP (PATAN, ION), RO

SUBJECT: PATAN'S BUSINESS VISIT

1. PATAN'S PRE-COMMISSION CROSS-COUNTRY TRAVEL AND VISITS WITH U.S. FIRMS WERE UNIFORMLY CORDIAL AND CONSTRUCTIVE. AGREEMENT SIGNED WITH CLARKE EQUIPMENT CO. DRAFT PROTOCOL EXCHANGED WITH LITTON COVERING MACHINE TOOLS, ELECTRONICS, AND FURNITURE. IN MEETING AT OCCIDENTAL, PATAN AND ARMAND HAMMER AGREED ON EARLY NEGOTIATIONS ON SALES OF OCCIDENTAL'S PHOSPHATE FERTILIZERS IN EXCHANGE FOR ROMANIAN AMMONIUM AND NITROGENOUS FERTILIZERS. AT MEETING WITH BOEING PATAN REAFFIRMED GOR INTEREST IN PURCHASE OF THREE 707'S SUBJECT TO CLARIFICATION OF COST INCREASES AND ELABORATION OF COOPERATION PACKAGE.

2. WHILE TALKS WITH ELECTRONIC FIRMS (HEWLETT-PACKARD, ROCKWELL, MOTOROLA) YIELDED NO IMMEDIATE RESULTS, ALL FIRMS APPEARED WILLING TO DISCUSS ROMANIAN INTERESTS IN HAND-HELD CALCULATORS, INTEGRATED CIRCUITS, AVIATION AND MARITIME TELECOMMUNICATIONS AND COMPUTER PROCESS

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CONTROLS.

3. PATAN'S OVERRIDING IMPRESSION WAS THAT U.S. FIRMS INTERESTED IN DOING BUSINESS WITH ROMANIA BUT WERE HAMSTRUNG BY U.S. EXPORT CONTROLS -- CONCERN WHICH RAISED IN COMMISSION MEETING AND INCORPORATED IN AGREED MINUTE.

4. ROMANIAN TEAMS WHICH ACCOMPANIED PATAN REPORTEDLY HELD FRUITFUL TALKS WITH NUMBER OF OTHER U.S. FIRMS INCLUDING FARREL, GE AND GM (GM TEAM EXPECTED IN BUCHAREST NOV. 18). KISSINGER

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